1987 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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1987 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY

FOR MANUFACTURERS' REPRESENTATIVES

Product line(s) represented:

32.9 Building Materials	50.6 Lawn and Garden
82.3 Hardware	46.8 Plumbing and Electrical
68.4 Hand and Power Tools	41.8 Paint and Sundries
19.0 Automotive, Toys and Sports	16.5 Housewares

1. Please enter your forecast for 1987 for the following economic indices (on a 12-month average basis) by percentage:

   03.4 % Inflation

   07.3 % Unemployment

   03.1 % Gross national product

   08.0 % Prime interest rate

2. How would you reduce budget deficits?

	Yes	No	Unsure
• Reduce spending on entitlement programs	80.5	14.3	05.2
• Reduce defense spending	64.1	25.6	10.3
• Selectively raise taxes (e.g. oil import fees)	66.2	23.4	10.4

3. How would you assess the Reagan Administration's policy regarding foreign imports?

   01.3 Restrictive

   73.1 Lenient

   25.6 About right

4. What impact have imports had on your company's sales?

   39.2 A significant impact

   57.0 A growing impact

   03.8 Minor or no impact at all

MANUFACTURERS REPRESENTATIVES' SURVEY CONTINUED

5. Assess the reasons for the increase in imports in the consumer hardlines industry.

	Very Important	Moderately Important	Not Important
• Price of imports	87.3	11.4	01.3
• Over-valued U.S. dollar	46.8	46.8	06.5
• Quality of imports	39.2	50.6	10.1
• Non-competitive U.S. labor costs	77.9	19.5	02.6
• Consumer acceptance of imports	50.0	42.3	07.7
• Unfair foreign trade practices	70.3	21.6	08.1

6. Please list three countries whose exports are the toughest foreign competition for your company or other domestic consumer hardlines producers:

1. Taiwan 89.6
2. Japan 66.2
3. Korea 63.6

7. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1987. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	Very Important	Moderately Important	Not Important	Need More Information
1. Parental and disability leave	19.2	32.9	37.0	11.0
2. Double breasting	04.4	14.7	25.0	55.9
3. Occupational disease notification	18.1	33.3	22.2	26.4
4. Increase in minimum wage	19.7	38.0	39.4	02.8
5. Polygraph prohibition	17.6	20.3	41.9	20.3
6. Catastrophic health insurance	48.7	23.7	17.1	10.5

1987 AHMA GOVERNMENT RELATIONS SURVEY
R MANUFACTURER'S REPRESENTATIVES
TABLE 1

PRODUCT LINE(S) REPRESENTED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
BUILDING MATERIALS	26 32.9%	26 100.0%	22 33.8%	18 33.3%	8 53.3%	20 50.0%	14 37.8%	15 45.5%	10 76.9%
HARDWARE	65 82.3%	22 84.6%	65 100.0%	47 87.0%	13 86.7%	35 87.5%	29 78.4%	28 84.8%	12 92.3%
HAND & POWER TOOLS	54 68.4%	18 69.2%	47 72.3%	54 100.0%	13 86.7%	26 65.0%	26 70.3%	21 63.6%	8 61.5%
AUTOMOTIVE, TOYS & SPORTS	15 19.0%	8 30.8%	13 20.0%	13 24.1%	15 100.0%	8 20.0%	8 21.6%	7 21.2%	6 46.2%
LAWN & GARDEN	40 50.6%	20 76.9%	35 53.8%	26 48.1%	8 53.3%	40 100.0%	19 51.4%	22 66.7%	11 84.6%
PLUMBING & ELECTRICAL	37 46.8%	14 53.8%	29 44.6%	26 48.1%	8 53.3%	19 47.5%	37 100.0%	22 66.7%	8 61.5%
PAINT & SUNDRIES	33 41.8%	15 57.7%	28 43.1%	21 38.9%	7 46.7%	22 55.0%	22 59.5%	33 100.0%	11 84.6%
HOUSEWARES	13 16.5%	10 38.5%	12 18.5%	8 14.8%	6 40.0%	11 27.5%	8 21.6%	11 33.3%	13 100.0%
SIGMA	283 358.3%	133 511.5%	251 386.1%	213 394.3%	78 520.0%	181 452.5%	163 440.6%	159 481.8%	79 607.6%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	75 100.0%	25 100.0%	62 100.0%	51 100.0%	14 100.0%	39 100.0%	34 100.0%	31 100.0%	13 100.0%
1.0%	2 2.7%	1 4.0%	2 3.2%			2 5.1%			
2.0%	10 13.3%	2 8.0%	8 12.9%	7 13.7%	1 7.1%	5 12.8%	5 14.7%	7 22.6%	1 7.7%
2.5%	2 2.7%		2 3.2%	2 3.9%					
3.0%	26 34.7%	7 28.0%	22 35.5%	16 31.4%	4 28.6%	14 35.9%	15 44.1%	11 35.5%	7 53.8%
3.5%	1 1.3%	1 4.0%	1 1.6%					1 3.2%	
4.0%	22 29.3%	10 40.0%	17 27.4%	17 33.3%	6 42.9%	14 35.9%	8 23.5%	7 22.6%	3 23.1%
4.2%	2 2.7%	1 4.0%	2 3.2%	1 2.0%		1 2.6%			
4.5%	1 1.3%		1 1.6%				1 2.9%	1 3.2%	
4.8%	1 1.3%	1 4.0%	1 1.6%	1 2.0%		1 2.6%	1 2.9%	1 3.2%	1 7.7%
5.0%	6 8.0%	2 8.0%	5 8.1%	6 11.8%	3 21.4%	2 5.1%	2 5.9%	3 9.7%	1 7.7%
6.0%	1 1.3%						1 2.9%		
8.0%	1 1.3%		1 1.6%	1 2.0%			1 2.9%		
NO ANSWER	4	1	3	3	1	1	3	2	

(CONTINUED...)

1987 AHMA GOVERNMENT RELATIONS SURVEY
R MANUFACTURER'S REPRESENTATIVES
TABLE 2-1

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
	BASE	75	25	62	51	14	39	34	31	13
	MEAN	3.44	3.54	3.41	3.57	3.79	3.31	3.54	3.32	3.45
SIGMA		79	26	65	54	15	40	37	33	13
		99.9%	100.0%	99.9%	100.1%	100.0%	100.0%	99.8%	100.0%	100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	71 100.0%	25 100.0%	59 100.0%	48 100.0%	13 100.0%	37 100.0%	31 100.0%	28 100.0%	12 100.0%
.7%	1 1.4%		1 1.7%	1 2.1%			1 3.2%		
2.0%	1 1.4%		1 1.7%			1 2.7%			
3.0%	1 1.4%	1 4.0%	1 1.7%	1 2.1%		1 2.7%	1 3.2%	1 3.6%	1 8.3%
4.0%	2 2.8%	1 4.0%	2 3.4%	2 4.2%		1 2.7%	1 3.2%	1 3.6%	1 8.3%
5.0%	2 2.8%		1 1.7%	1 2.1%		2 5.4%	2 6.5%	2 7.1%	
6.0%	3 4.2%	1 4.0%	3 5.1%	1 2.1%		2 5.4%		2 7.1%	1 8.3%
6.4%	1 1.4%	1 4.0%		1 2.1%		1 2.7%			
6.5%	2 2.8%		2 3.4%	2 4.2%		1 2.7%			
7.0%	22 31.0%	10 40.0%	18 30.5%	15 31.3%	8 61.5%	10 27.0%	8 25.8%	6 21.4%	3 25.0%
7.2%	2 2.8%		2 3.4%	2 4.2%					
7.5%	2 2.8%		1 1.7%	1 2.1%		1 2.7%	1 3.2%	1 3.6%	
8.0%	20 28.2%	7 28.0%	16 27.1%	14 29.2%	3 23.1%	11 29.7%	8 25.8%	7 25.0%	3 25.0%
8.5%	1 1.4%						1 3.2%		

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
9.0%	5	2	5	3	1	3	3	4	1
	7.0%	8.0%	8.5%	6.3%	7.7%	8.1%	9.7%	14.3%	8.3%
9.9%	6	2	6	4	1	3	5	4	2
	8.5%	8.0%	10.2%	8.3%	7.7%	8.1%	16.1%	14.3%	16.7%
NO ANSWER	8	1	6	6	2	3	6	5	1
BASE	71	25	59	48	13	37	31	28	12
MEAN	7.29	7.33	7.29	7.24	7.61	7.19	7.43	7.50	7.23
SIGMA	79	26	65	54	15	40	37	33	13
	99.9%	100.0%	100.1%	100.3%	100.0%	99.9%	99.9%	100.0%	99.9%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	44 100.0%	17 100.0%	37 100.0%	31 100.0%	7 100.0%	26 100.0%	17 100.0%	17 100.0%	10 100.0%
.0%	1 2.3%		1 2.7%					1 5.9%	
.5%	2 4.5%	2 11.8%	2 5.4%	2 6.5%	1 14.3%	2 7.7%	2 11.8%	2 11.8%	1 10.0%
1.0%	1 2.3%		1 2.7%	1 3.2%		1 3.8%	1 5.9%	1 5.9%	
1.5%	1 2.3%		1 2.7%	1 3.2%				1 5.9%	
2.0%	11 25.0%	5 29.4%	11 29.7%	7 22.6%	2 28.6%	8 30.8%	4 23.5%	5 29.4%	3 30.0%
3.0%	14 31.8%	7 41.2%	11 29.7%	10 32.3%	1 14.3%	6 23.1%	5 29.4%	3 17.6%	3 30.0%
3.4%	1 2.3%		1 2.7%	1 3.2%			1 5.9%		
3.5%	3 6.8%		2 5.4%	3 9.7%	1 14.3%				
3.7%	1 2.3%		1 2.7%			1 3.8%			
4.0%	2 4.5%		1 2.7%	2 6.5%		2 7.7%	1 5.9%	1 5.9%	
4.5%	3 6.8%	1 5.9%	2 5.4%	2 6.5%	2 28.6%	3 11.5%	1 5.9%	2 11.8%	2 20.0%
5.0%	1 2.3%	1 5.9%	1 2.7%	1 3.2%		1 3.8%	1 5.9%	1 5.9%	1 10.0%
6.0%	1 2.3%		1 2.7%						

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
7.0%	1 2.3%					1 3.8%			
9.9%	1 2.3%	1 5.9%	1 2.7%	1 3.2%		1 3.8%	1 5.9%		
NO ANSWER	35	9	28	23	8	14	20	16	3
BASE	44	17	37	31	7	26	17	17	10
MEAN	3.06	3.02	2.88	3.01	2.86	3.20	3.05	2.38	2.95
SIGMA	79 100.1%	26 100.1%	65 99.9%	54 100.1%	15 100.1%	40 99.8%	37 100.1%	33 100.1%	13 100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	69 100.0%	24 100.0%	57 100.0%	47 100.0%	13 100.0%	36 100.0%	31 100.0%	27 100.0%	12 100.0%
.5%	1 1.4%	1 4.2%	1 1.8%	1 2.1%		1 2.8%	1 3.2%	1 3.7%	1 8.3%
2.0%	1 1.4%		1 1.8%	1 2.1%		1 2.8%	1 3.2%	1 3.7%	
4.0%	1 1.4%		1 1.8%			1 2.8%			
5.0%	1 1.4%		1 1.8%	1 2.1%		1 2.8%			
6.0%	4 5.8%	3 12.5%	4 7.0%	2 4.3%		3 8.3%	1 3.2%	3 11.1%	
6.5%	2 2.9%		2 3.5%	2 4.3%		1 2.8%	1 3.2%		
7.0%	7 10.1%		5 8.8%	4 8.5%	1 7.7%	3 8.3%	4 12.9%	1 3.7%	
7.5%	6 8.7%	3 12.5%	6 10.5%	2 4.3%	2 15.4%	5 13.9%	3 9.7%	3 11.1%	1 8.3%
8.0%	15 21.7%	3 12.5%	10 17.5%	9 19.1%	1 7.7%	6 16.7%	6 19.4%	6 22.2%	3 25.0%
8.5%	2 2.9%	1 4.2%	2 3.5%	2 4.3%	2 15.4%	1 2.8%		1 3.7%	2 16.7%
8.7%	1 1.4%		1 1.8%				1 3.2%	1 3.7%	1 8.3%
9.0%	11 15.9%	5 20.8%	8 14.0%	8 17.0%	3 23.1%	6 16.7%	3 9.7%	1 3.7%	1 8.3%
9.5%	3 4.3%	1 4.2%	3 5.3%	3 6.4%		2 5.6%	2 6.5%	2 7.4%	1 8.3%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
9.9%		14	7	12	12	4	5	8	7	2
		20.3%	29.2%	21.1%	25.5%	30.8%	13.9%	25.8%	25.9%	16.7%
NO ANSWER		10	2	8	7	2	4	6	6	1
	BASE	69	24	57	47	13	36	31	27	12
	MEAN	8.03	8.22	7.96	8.17	8.74	7.60	7.98	7.87	8.00
SIGMA		79	26	65	54	15	40	37	33	13
		99.6%	100.1%	100.2%	100.0%	100.1%	100.2%	100.0%	99.9%	99.9%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	63 100.0%	54 100.0%	15 100.0%	39 100.0%	37 100.0%	32 100.0%	13 100.0%
YES	62 80.5%	21 80.8%	49 77.8%	44 81.5%	11 73.3%	32 82.1%	29 78.4%	24 75.0%	8 61.5%
NO	11 14.3%	2 7.7%	10 15.9%	8 14.8%	2 13.3%	6 15.4%	6 16.2%	5 15.6%	3 23.1%
UNSURE	4 5.2%	3 11.5%	4 6.3%	2 3.7%	2 13.3%	1 2.6%	2 5.4%	3 9.4%	2 15.4%
NO ANSWER	2		2			1		1	
SIGMA	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 99.9%	40 100.1%	37 100.0%	33 100.0%	13 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	78	26	64	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	50	13	40	35	9	24	25	19	9
	64.1%	50.0%	62.5%	64.8%	60.0%	60.0%	67.6%	57.6%	69.2%
NO	20	10	19	13	4	13	10	11	3
	25.6%	38.5%	29.7%	24.1%	26.7%	32.5%	27.0%	33.3%	23.1%
UNSURE	8	3	5	6	2	3	2	3	1
	10.3%	11.5%	7.8%	11.1%	13.3%	7.5%	5.4%	9.1%	7.7%
NO ANSWER	1		1						
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77	25	65	53	14	38	36	32	12
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	51	15	42	35	10	24	24	19	7
	66.2%	60.0%	66.7%	66.0%	71.4%	63.2%	66.7%	59.4%	58.3%
NO	18	8	14	12	1	11	7	9	3
	23.4%	32.0%	22.2%	22.6%	7.1%	28.9%	19.4%	28.1%	25.0%
UNSURE	8	2	7	6	3	3	5	4	2
	10.4%	8.0%	11.1%	11.3%	21.4%	7.9%	13.9%	12.5%	16.7%
NO ANSWER	2	1	2	1	1	2	1	1	1
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%

Q.3- HOW WOULD YOU ASSESS THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	78	25	64	53	14	39	36	32	12
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTRICTIVE	1		1	1		1			
	1.3%		1.6%	1.9%		2.6%			
LENIENT	57	19	45	39	10	29	23	21	9
	73.1%	76.0%	70.3%	73.6%	71.4%	74.4%	63.9%	65.6%	75.0%
ABOUT RIGHT	20	6	18	13	4	9	13	11	3
	25.6%	24.0%	28.1%	24.5%	28.6%	23.1%	36.1%	34.4%	25.0%
NO ANSWER	1	1	1	1	1	1	1	1	1
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.4- WHAT IMPACT HAVE IMPORTS HAD ON YOUR COMPANY'S SALES?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
A SIGNIFICANT IMPACT	31 39.2%	6 23.1%	25 38.5%	19 35.2%	7 46.7%	11 27.5%	14 37.8%	9 27.3%	4 30.8%
A GROWING IMPACT	45 57.0%	19 73.1%	38 58.5%	33 61.1%	8 53.3%	28 70.0%	20 54.1%	22 66.7%	8 61.5%
MINOR OR NO IMPACT AT ALL	3 3.8%	1 3.8%	2 3.1%	2 3.7%		1 2.5%	3 8.1%	2 6.1%	1 7.7%
SIGMA	79 100.0%	26 100.0%	65 100.1%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.1%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	69	23	58	48	15	34	32	30	12
	87.3%	88.5%	89.2%	88.9%	100.0%	85.0%	86.5%	90.9%	92.3%
MODERATELY IMPORTANT	9	3	7	5		6	4	3	1
	11.4%	11.5%	10.8%	9.3%		15.0%	10.8%	9.1%	7.7%
NOT IMPORTANT	1			1			1		
	1.3%			1.9%			2.7%		
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
OVER-VALUED U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	64 100.0%	52 100.0%	14 100.0%	39 100.0%	37 100.0%	33 100.0%	13 100.0%
VERY IMPORTANT	36 46.8%	11 42.3%	26 40.6%	25 48.1%	7 50.0%	19 48.7%	16 43.2%	18 54.5%	6 46.2%
MODERATELY IMPORTANT	36 46.8%	14 53.8%	33 51.6%	22 42.3%	7 50.0%	18 46.2%	20 54.1%	15 45.5%	7 53.8%
NOT IMPORTANT	5 6.5%	1 3.8%	5 7.8%	5 9.6%		2 5.1%	1 2.7%		
NO ANSWER	2		1	2	1	1			
SIGMA	79 100.1%	26 99.9%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
VERY IMPORTANT	31 39.2%	6 23.1%	24 36.9%	20 37.0%	4 26.7%	11 27.5%	13 35.1%	11 33.3%	2 15.4%
MODERATELY IMPORTANT	40 50.6%	18 69.2%	35 53.8%	27 50.0%	9 60.0%	25 62.5%	20 54.1%	21 63.6%	11 84.6%
NOT IMPORTANT	8 10.1%	2 7.7%	6 9.2%	7 13.0%	2 13.3%	4 10.0%	4 10.8%	1 3.0%	
SIGMA	79 99.9%	26 100.0%	65 99.9%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 99.9%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	64 100.0%	53 100.0%	15 100.0%	40 100.0%	36 100.0%	31 100.0%	13 100.0%
VERY IMPORTANT	60 77.9%	21 80.8%	52 81.3%	39 73.6%	11 73.3%	32 80.0%	29 80.6%	26 83.9%	11 84.6%
MODERATELY IMPORTANT	15 19.5%	5 19.2%	11 17.2%	14 26.4%	4 26.7%	7 17.5%	6 16.7%	5 16.1%	2 15.4%
NOT IMPORTANT	2 2.6%		1 1.6%			1 2.5%	1 2.8%		
NO ANSWER	2		1	1			1	2	
SIGMA	79 100.0%	26 100.0%	65 100.1%	54 100.0%	15 100.0%	40 100.0%	37 100.1%	33 100.0%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	78 100.0%	26 100.0%	65 100.0%	53 100.0%	14 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%
VERY IMPORTANT	39 50.0%	15 57.7%	31 47.7%	19 35.8%	7 50.0%	20 50.0%	18 48.6%	15 45.5%	8 61.5%
MODERATELY IMPORTANT	33 42.3%	11 42.3%	29 44.6%	30 56.6%	7 50.0%	16 40.0%	14 37.8%	14 42.4%	4 30.8%
NOT IMPORTANT	6 7.7%		5 7.7%	4 7.5%		4 10.0%	5 13.5%	4 12.1%	1 7.7%
NO ANSWER	1			1	1				
SIGMA	79 100.0%	26 100.0%	65 100.0%	54 99.9%	15 100.0%	40 100.0%	37 99.9%	33 100.0%	13 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	74	25	60	52	14	38	36	30	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	52	19	41	37	11	28	24	21	12
	70.3%	76.0%	68.3%	71.2%	78.6%	73.7%	66.7%	70.0%	92.3%
MODERATELY IMPORTANT	16	4	14	12	2	8	9	7	
	21.6%	16.0%	23.3%	23.1%	14.3%	21.1%	25.0%	23.3%	
NOT IMPORTANT	6	2	5	3	1	2	3	2	1
	8.1%	8.0%	8.3%	5.8%	7.1%	5.3%	8.3%	6.7%	7.7%
NO ANSWER	5	1	5	2	1	2	1	3	
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	100.0%	99.9%	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.6- THREE COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR YOUR COMPANY OR OTHER DOMESTIC CONSUMER HARDLINES PRODUCERS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	77 100.0%	26 100.0%	64 100.0%	52 100.0%	15 100.0%	40 100.0%	35 100.0%	33 100.0%	13 100.0%
TAIWAN	69 89.6%	24 92.3%	56 87.5%	48 92.3%	13 86.7%	37 92.5%	32 91.4%	29 87.9%	11 84.6%
JAPAN	51 66.2%	15 57.7%	44 68.8%	34 65.4%	9 60.0%	26 65.0%	23 65.7%	22 66.7%	9 69.2%
KOREA	49 63.6%	21 80.8%	39 60.9%	32 61.5%	10 66.7%	30 75.0%	23 65.7%	22 66.7%	8 61.5%
CHINA	23 29.9%	9 34.6%	21 32.8%	17 32.7%	3 20.0%	11 27.5%	10 28.6%	10 30.3%	4 30.8%
BRAZIL	10 13.0%	5 19.2%	9 14.1%	8 15.4%	2 13.3%	7 17.5%	4 11.4%	4 12.1%	3 23.1%
HONG KONG	4 5.2%	1 3.8%	4 6.3%	2 3.8%	1 6.7%	1 2.5%	1 2.9%	1 3.0%	2 15.4%
GERMANY	3 3.9%	1 3.8%	2 3.1%			2 5.0%			
MEXICO	1 1.3%		1 1.6%					1 3.0%	
ALL OTHER	9 11.7%	1 3.8%	7 10.9%	5 9.6%	3 20.0%	2 5.0%	4 11.4%	5 15.2%	1 7.7%
NO ANSWER	2		1	2			2		
SIGMA	221 284.4%	77 296.0%	184 286.0%	148 280.7%	41 273.4%	116 290.0%	99 277.1%	94 284.9%	38 292.3%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
PARENTAL AND DISABILITY LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	73 100.0%	23 100.0%	60 100.0%	50 100.0%	14 100.0%	36 100.0%	34 100.0%	29 100.0%	12 100.0%
VERY IMPORTANT (1)	14 19.2%	6 26.1%	11 18.3%	10 20.0%	5 35.7%	4 11.1%	4 11.8%	5 17.2%	3 25.0%
MODERATELY IMPORTANT (2)	24 32.9%	7 30.4%	22 36.7%	18 36.0%	5 35.7%	13 36.1%	13 38.2%	12 41.4%	4 33.3%
NOT IMPORTANT (3)	27 37.0%	9 39.1%	20 33.3%	16 32.0%	2 14.3%	17 47.2%	15 44.1%	10 34.5%	3 25.0%
NEED MORE INFORMATION	8 11.0%	1 4.3%	7 11.7%	6 12.0%	2 14.3%	2 5.6%	2 5.9%	2 6.9%	2 16.7%
NO ANSWER	6	3	5	4	1	4	3	4	1
BASE	65	22	53	44	12	34	32	27	10
MEAN	2.20	2.14	2.17	2.14	1.75	2.38	2.34	2.19	2.00
SIGMA	79 100.1%	26 99.9%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.0%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
DOUBLE BREASTING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	68	22	55	47	13	35	32	28	11
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	3	1	2	2	1		2	1	1
(1)	4.4%	4.5%	3.6%	4.3%	7.7%		6.3%	3.6%	9.1%
MODERATELY IMPORTANT	10	4	9	6	1	5	3	4	2
(2)	14.7%	18.2%	16.4%	12.8%	7.7%	14.3%	9.4%	14.3%	18.2%
NOT IMPORTANT	17	5	12	10	4	9	10	5	3
(3)	25.0%	22.7%	21.8%	21.3%	30.8%	25.7%	31.3%	17.9%	27.3%
NEED MORE INFORMATION	38	12	32	29	7	21	17	18	5
	55.9%	54.5%	58.2%	61.7%	53.8%	60.0%	53.1%	64.3%	45.5%
NO ANSWER	11	4	10	7	2	5	5	5	2
BASE	30	10	23	18	6	14	15	10	6
MEAN	2.47	2.40	2.44	2.44	2.50	2.64	2.53	2.40	2.33
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	99.9%	100.0%	100.1%	100.0%	100.0%	100.1%	100.1%	100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
OCCUPATIONAL DISEASE NOTIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	72	23	59	50	15	36	35	30	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	13	5	12	8	3	8	8	6	2
(1)	18.1%	21.7%	20.3%	16.0%	20.0%	22.2%	22.9%	20.0%	15.4%
MODERATELY IMPORTANT	24	8	18	19	7	13	15	11	6
(2)	33.3%	34.8%	30.5%	38.0%	46.7%	36.1%	42.9%	36.7%	46.2%
NOT IMPORTANT	16	3	12	9	2	7	6	6	2
(3)	22.2%	13.0%	20.3%	18.0%	13.3%	19.4%	17.1%	20.0%	15.4%
NEED MORE INFORMATION	19	7	17	14	3	8	6	7	3
	26.4%	30.4%	28.8%	28.0%	20.0%	22.2%	17.1%	23.3%	23.1%
NO ANSWER	7	3	6	4		4	2	3	
BASE	53	16	42	36	12	28	29	23	10
MEAN	2.06	1.88	2.00	2.03	1.92	1.96	1.93	2.00	2.00
SIGMA	79	26	65	54	15	40	37	33	13
	100.0%	99.9%	99.9%	100.0%	100.0%	99.9%	100.0%	100.0%	100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
INCREASE IN MINIMUM WAGE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	71	24	58	48	13	37	34	30	13
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	14	4	11	8	3	7	10	7	4
(1)	19.7%	16.7%	19.0%	16.7%	23.1%	18.9%	29.4%	23.3%	30.8%
MODERATELY IMPORTANT	27	6	23	23	5	14	8	10	4
(2)	38.0%	25.0%	39.7%	47.9%	38.5%	37.8%	23.5%	33.3%	30.8%
NOT IMPORTANT	28	13	22	16	5	15	16	13	5
(3)	39.4%	54.2%	37.9%	33.3%	38.5%	40.5%	47.1%	43.3%	38.5%
NEED MORE INFORMATION	2	1	2	1		1			
	2.8%	4.2%	3.4%	2.1%		2.7%			
NO ANSWER	8	2	7	6	2	3	3	3	
BASE	69	23	56	47	13	36	34	30	13
MEAN	2.20	2.39	2.20	2.17	2.15	2.22	2.18	2.20	2.08
SIGMA	79	26	65	54	15	40	37	33	13
	99.9%	100.1%	100.0%	100.0%	100.1%	99.9%	100.0%	99.9%	100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
POLYGRAPH PROHIBITION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	74 100.0%	24 100.0%	61 100.0%	51 100.0%	15 100.0%	37 100.0%	35 100.0%	30 100.0%	13 100.0%
VERY IMPORTANT (1)	13 17.6%	4 16.7%	12 19.7%	12 23.5%	2 13.3%	6 16.2%	5 14.3%	7 23.3%	2 15.4%
MODERATELY IMPORTANT (2)	15 20.3%	3 12.5%	11 18.0%	10 19.6%	5 33.3%	5 13.5%	7 20.0%	8 26.7%	3 23.1%
NOT IMPORTANT (3)	31 41.9%	11 45.8%	24 39.3%	18 35.3%	4 26.7%	20 54.1%	18 51.4%	12 40.0%	6 46.2%
NEED MORE INFORMATION	15 20.3%	6 25.0%	14 23.0%	11 21.6%	4 26.7%	6 16.2%	5 14.3%	3 10.0%	2 15.4%
NO ANSWER	5	2	4	3		3	2	3	
BASE	59	18	47	40	11	31	30	27	11
MEAN	2.31	2.39	2.26	2.15	2.18	2.45	2.43	2.19	2.36
SIGMA	79 100.1%	26 100.0%	65 100.0%	54 100.0%	15 100.0%	40 100.0%	37 100.0%	33 100.0%	13 100.1%

Q.7- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
CATASTROPHIC HEALTH INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	76 100.0%	25 100.0%	63 100.0%	52 100.0%	15 100.0%	38 100.0%	36 100.0%	31 100.0%	13 100.0%
VERY IMPORTANT (1)	37 48.7%	11 44.0%	29 46.0%	27 51.9%	5 33.3%	17 44.7%	11 30.6%	12 38.7%	6 46.2%
MODERATELY IMPORTANT (2)	18 23.7%	7 28.0%	16 25.4%	13 25.0%	6 40.0%	12 31.6%	14 38.9%	11 35.5%	5 38.5%
NOT IMPORTANT (3)	13 17.1%	4 16.0%	10 15.9%	7 13.5%	2 13.3%	4 10.5%	8 22.2%	5 16.1%	
NEED MORE INFORMATION	8 10.5%	3 12.0%	8 12.7%	5 9.6%	2 13.3%	5 13.2%	3 8.3%	3 9.7%	2 15.4%
NO ANSWER	3	1	2	2		2	1	2	
BASE	68	22	55	47	13	33	33	28	11
MEAN	1.65	1.68	1.66	1.57	1.77	1.61	1.91	1.75	1.46
SIGMA	79 100.0%	26 100.0%	65 100.0%	54 100.0%	15 99.9%	40 100.0%	37 100.0%	33 100.0%	13 100.1%

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1988 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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1988 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY
FOR MANUFACTURERS' REPRESENTATIVES

Product line(s) represented:

37.1	Building Materials	53.8	Lawn and Garden
79.6	Hardware	45.2	Plumbing and Electrical
73.1	Hand and Power Tools	40.3	Paint and Sundries
13.4	Automotive, Toys and Sports	14.5	Housewares

1. Please enter your forecast for 1988 for the following economic indices (on a 12-month average basis) by percentage:

   4.8 Inflation

   6.4 Unemployment

   3.0 Gross national product

   8.7 Prime interest rate

2. How would you reduce federal budget deficits?

	Yes	No	Unsure
• Reduce federal discretionary spending	93.4	1.6	4.9
• Reduce entitlement programs	73.1	13.1	13.7
• Reduce defense spending	59.1	31.5	9.4
• Selectively raise taxes (e.g. oil import fees)	57.0	34.9	8.1
• Impose consumption tax (e.g. VAT or national sales tax)	28.6	58.9	12.6
• Abide by Gramm-Rudman for accross-the-board cuts	68.9	14.8	16.4

3. How would you assess the Reagan Administration's policy regarding foreign imports?

2.7 Restrictive

59.0 Lenient

38.3 About right

4. What impact have imports had on your company's sales?

48.4 A significant impact

44.0 A minor but growing impact

7.6 No impact at all

5. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	88.6	9.7	1.6
b. Value of U.S. dollar	54.2	40.7	5.1
c. Quality of imports	45.9	47.5	6.6
d. Non-competitive U.S. labor costs	76.2	21.6	2.2
e. Consumer acceptance of imports	59.0	35.5	5.5
f. Unfair foreign trade practices	48.9	39.1	12.0
g. Customer's lack of understanding of total procurement costs	28.2	38.7	33.1

6. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1988. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	#1	#2	#3	#4
a. Parental and disability leave	18.9	31.1	39.4	10.6
b. Occupational disease notification	30.9	32.6	24.2	12.4
c. Increase in minimum wage	23.9	38.9	33.9	3.3
d. Polygraph prohibition	14.6	18.5	48.3	18.5
e. Mandatory health insurance	37.8	28.3	21.1	12.8

1988 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 1

PRODUCT LINE(S) REPRESENTED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%
BUILDING MATERIALS	69 37.1%	69 100.0%	60 40.5%	54 39.7%	11 44.0%	45 45.0%	40 47.6%	40 53.3%	15 55.6%
HARDWARE	148 79.6%	60 87.0%	148 100.0%	116 85.3%	24 96.0%	83 83.0%	66 78.6%	63 84.0%	25 92.6%
HAND & POWER TOOLS	136 73.1%	54 78.3%	116 78.4%	136 100.0%	22 88.0%	72 72.0%	66 78.6%	62 82.7%	23 85.2%
AUTOMOTIVE, TOYS & SPORTS	25 13.4%	11 15.9%	24 16.2%	22 16.2%	25 100.0%	17 17.0%	16 19.0%	15 20.0%	7 25.9%
LAWN & GARDEN	100 53.8%	45 65.2%	83 56.1%	72 52.9%	17 68.0%	100 100.0%	50 59.5%	49 65.3%	20 74.1%
PLUMBING & ELECTRICAL	84 45.2%	40 58.0%	66 44.6%	66 48.5%	16 64.0%	50 50.0%	84 100.0%	46 61.3%	17 63.0%
PAINT & SUNDRIES	75 40.3%	40 58.0%	63 42.6%	62 45.6%	15 60.0%	49 49.0%	46 54.8%	75 100.0%	16 59.3%
HOUSEWARES	27 14.5%	15 21.7%	25 16.9%	23 16.9%	7 28.0%	20 20.0%	17 20.2%	16 21.3%	27 100.0%
SIGMA	664 357.0%	334 484.1%	585 395.3%	551 405.1%	137 548.0%	436 436.0%	385 458.3%	366 487.9%	150 555.7%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	170 100.0%	63 100.0%	136 100.0%	123 100.0%	20 100.0%	92 100.0%	76 100.0%	70 100.0%	27 100.0%
1.0%	1 .6%			1 .8%		1 1.1%	1 1.3%		
1.5%	2 1.2%	1 1.6%	1 .7%	2 1.6%		2 2.2%	1 1.3%	2 2.9%	
2.0%	8 4.7%	2 3.2%	7 5.1%	5 4.1%		4 4.3%	2 2.6%	1 1.4%	
3.0%	12 7.1%	4 6.3%	11 8.1%	8 6.5%	2 10.0%	5 5.4%	7 9.2%	4 5.7%	3 11.1%
3.5%	4 2.4%	1 1.6%	4 2.9%	2 1.6%		3 3.3%	1 1.3%	2 2.9%	
3.6%	1 .6%	1 1.6%	1 .7%	1 .8%		1 1.1%	1 1.3%		
4.0%	46 27.1%	15 23.8%	37 27.2%	36 29.3%	5 25.0%	21 22.8%	17 22.4%	21 30.0%	7 25.9%
4.2%	1 .6%					1 1.1%	1 1.3%	1 1.4%	
4.3%	1 .6%		1 .7%			1 1.1%	1 1.3%		
4.5%	9 5.3%	4 6.3%	8 5.9%	8 6.5%	1 5.0%	4 4.3%	4 5.3%	3 4.3%	1 3.7%
5.0%	35 20.6%	11 17.5%	27 19.9%	26 21.1%	3 15.0%	19 20.7%	12 15.8%	13 18.6%	5 18.5%
5.1%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%		
5.2%	2 1.2%	1 1.6%	1 .7%	1 .8%					

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
5.3%	1 .6%	1 1.6%						1 1.4%	
5.5%	1 .6%	1 1.6%	1 .7%	1 .8%			1 1.3%	1 1.4%	
5.6%	1 .6%	1 1.6%	1 .7%	1 .8%			1 1.3%	1 1.4%	
6.0%	21 12.4%	7 11.1%	16 11.8%	14 11.4%	4 20.0%	12 13.0%	11 14.5%	8 11.4%	5 18.5%
6.2%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%		
6.5%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%		
7.0%	12 7.1%	8 12.7%	10 7.4%	8 6.5%	4 20.0%	9 9.8%	6 7.9%	7 10.0%	5 18.5%
8.0%	3 1.8%		2 1.5%	2 1.6%		1 1.1%	1 1.3%	1 1.4%	
9.0%	1 .6%	1 1.6%	1 .7%	1 .8%		1 1.1%	1 1.3%	1 1.4%	
10.0%	4 2.4%	4 6.3%	3 2.2%	2 1.6%	1 5.0%	3 3.3%	3 3.9%	2 2.9%	
12.0%	1 .6%		1 .7%	1 .8%		1 1.1%	1 1.3%	1 1.4%	1 3.7%
NO ANSWER	16	6	12	13	5	8	8	5	
BASE	170	63	136	123	20	92	76	70	27
MEAN	4.83	5.18	4.83	4.79	5.38	4.98	5.07	5.04	5.32

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
SIGMA	186	69	148	136	25	100	84	75	27
	100.5%	100.0%	99.7%	99.8%	100.0%	100.1%	99.8%	99.9%	99.9%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	158 100.0%	58 100.0%	127 100.0%	115 100.0%	18 100.0%	84 100.0%	69 100.0%	67 100.0%	22 100.0%
.5%	2 1.3%	1 1.7%	1 .8%	2 1.7%		2 2.4%	1 1.4%	2 3.0%	
1.0%	1 .6%		1 .8%	1 .9%					
2.0%	3 1.9%		3 2.4%	1 .9%	1 5.6%		1 1.4%	1 1.5%	
4.0%	6 3.8%	2 3.4%	6 4.7%	4 3.5%	1 5.6%	3 3.6%	4 5.8%	4 6.0%	1 4.5%
4.1%	1 .6%	1 1.7%	1 .8%	1 .9%	1 5.6%	1 1.2%	1 1.4%	1 1.5%	1 4.5%
4.5%	2 1.3%	2 3.4%	2 1.6%	2 1.7%		1 1.2%	1 1.4%	1 1.5%	
4.8%	1 .6%		1 .8%	1 .9%		1 1.2%	1 1.4%		
5.0%	16 10.1%	9 15.5%	14 11.0%	10 8.7%	3 16.7%	5 6.0%	10 14.5%	7 10.4%	3 13.6%
5.4%	1 .6%		1 .8%	1 .9%		1 1.2%		1 1.5%	
5.5%	5 3.2%		4 3.1%	4 3.5%		2 2.4%	1 1.4%	2 3.0%	
5.6%	1 .6%	1 1.7%	1 .8%	1 .9%		1 1.2%	1 1.4%		
6.0%	39 24.7%	11 19.0%	31 24.4%	29 25.2%	1 5.6%	22 26.2%	13 18.8%	15 22.4%	3 13.6%
6.1%	1 .6%		1 .8%	1 .9%					

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
6.2%	3 1.9%	1 1.7%	1 .8%	2 1.7%			1 1.4%	1 1.5%	
6.3%	3 1.9%		3 2.4%	2 1.7%		1 1.2%		1 1.5%	
6.5%	7 4.4%	4 6.9%	4 3.1%	5 4.3%	1 5.6%	4 4.8%	3 4.3%	5 7.5%	1 4.5%
6.7%	1 .6%		1 .8%	1 .9%		1 1.2%		1 1.5%	
6.8%	2 1.3%	1 1.7%	2 1.6%	1 .9%		2 2.4%	1 1.4%		
7.0%	26 16.5%	5 8.6%	22 17.3%	21 18.3%	5 27.8%	11 13.1%	8 11.6%	8 11.9%	3 13.6%
7.1%	1 .6%	1 1.7%	1 .8%	1 .9%		1 1.2%	1 1.4%		1 4.5%
7.5%	4 2.5%	1 1.7%	3 2.4%	4 3.5%		3 3.6%	1 1.4%	1 1.5%	1 4.5%
8.0%	18 11.4%	9 15.5%	13 10.2%	10 8.7%	2 11.1%	13 15.5%	10 14.5%	8 11.9%	5 22.7%
8.2%	2 1.3%	2 3.4%	1 .8%	2 1.7%		1 1.2%	1 1.4%	2 3.0%	1 4.5%
8.3%	1 .6%	1 1.7%	1 .8%	1 .9%			1 1.4%	1 1.5%	
8.5%	2 1.3%		1 .8%	1 .9%		1 1.2%	1 1.4%		
9.0%	6 3.8%	3 5.2%	5 3.9%	4 3.5%	1 5.6%	4 4.8%	4 5.8%	3 4.5%	
10.0%	1 .6%	1 1.7%	1 .8%	1 .9%	1 5.6%	1 1.2%	1 1.4%		1 4.5%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
12.0%	2	2	1	1	1	2	2	2	1
	1.3%	3.4%	.8%	.9%	5.6%	2.4%	2.9%	3.0%	4.5%
NO ANSWER	28	11	21	21	7	16	15	8	5
BASE	158	58	127	115	18	84	69	67	22
MEAN	6.36	6.63	6.26	6.32	6.64	6.61	6.51	6.33	6.97
SIGMA	186	69	148	136	25	100	84	75	27
	99.9%	99.6%	100.1%	100.3%	100.4%	100.4%	99.2%	100.1%	99.5%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	109 100.0%	35 100.0%	88 100.0%	88 100.0%	12 100.0%	60 100.0%	47 100.0%	45 100.0%	15 100.0%
.0%	2 1.8%		2 2.3%	1 1.1%			1 2.1%		1 6.7%
.1%	3 2.8%	2 5.7%	2 2.3%	2 2.3%		1 1.7%	2 4.3%	1 2.2%	1 6.7%
.2%	1 .9%	1 2.9%	1 1.1%			1 1.7%			
.5%	1 .9%			1 1.1%		1 1.7%	1 2.1%		
1.0%	7 6.4%	2 5.7%	5 5.7%	5 5.7%		4 6.7%	3 6.4%	3 6.7%	1 6.7%
1.2%	1 .9%	1 2.9%	1 1.1%	1 1.1%		1 1.7%	1 2.1%	1 2.2%	
1.5%	2 1.8%	2 5.7%	1 1.1%	2 2.3%		2 3.3%	1 2.1%	1 2.2%	
2.0%	26 23.9%	4 11.4%	21 23.9%	21 23.9%	4 33.3%	11 18.3%	12 25.5%	11 24.4%	2 13.3%
2.3%	3 2.8%		2 2.3%	3 3.4%		1 1.7%		1 2.2%	
2.4%	1 .9%		1 1.1%	1 1.1%					
2.5%	8 7.3%	3 8.6%	7 8.0%	7 8.0%	1 8.3%	6 10.0%	3 6.4%	5 11.1%	
2.7%	1 .9%	1 2.9%	1 1.1%	1 1.1%		1 1.7%	1 2.1%	1 2.2%	
2.9%	1 .9%	1 2.9%	1 1.1%	1 1.1%			1 2.1%	1 2.2%	

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
3.0%	22 20.2%	3 8.6%	18 20.5%	16 18.2%	1 8.3%	12 20.0%	8 17.0%	7 15.6%	4 26.7%
3.1%	1 .9%		1 1.1%	1 1.1%					
3.4%	1 .9%		1 1.1%	1 1.1%				1 2.2%	
3.5%	4 3.7%	2 5.7%	2 2.3%	3 3.4%	1 8.3%	2 3.3%	1 2.1%	3 6.7%	
3.6%	1 .9%		1 1.1%	1 1.1%			1 2.1%	1 2.2%	1 6.7%
3.7%	1 .9%	1 2.9%	1 1.1%	1 1.1%			1 2.1%	1 2.2%	
3.9%	1 .9%		1 1.1%						
4.0%	9 8.3%	5 14.3%	8 9.1%	7 8.0%	2 16.7%	7 11.7%	5 10.6%	3 6.7%	1 6.7%
4.5%	1 .9%		1 1.1%	1 1.1%		1 1.7%	1 2.1%		
5.0%	4 3.7%	3 8.6%	3 3.4%	4 4.5%	1 8.3%	4 6.7%	1 2.1%	1 2.2%	2 13.3%
7.0%	2 1.8%	1 2.9%	1 1.1%	2 2.3%				1 2.2%	
8.0%	1 .9%	1 2.9%	1 1.1%	1 1.1%		1 1.7%	1 2.1%		
10.0%	1 .9%		1 1.1%	1 1.1%		1 1.7%			
12.0%	3 2.8%	2 5.7%	3 3.4%	3 3.4%	2 16.7%	3 5.0%	2 4.3%	2 4.4%	2 13.3%

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
NO ANSWER	77	34	60	48	13	40	37	30	12
BASE	109	35	88	88	12	60	47	45	15
MEAN	2.98	3.47	3.08	3.15	4.50	3.34	2.97	3.08	3.91
SIGMA	186	69	148	136	25	100	84	75	27
	99.9%	100.3%	99.7%	99.7%	99.9%	100.3%	99.7%	99.8%	100.1%

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	146 100.0%	54 100.0%	119 100.0%	102 100.0%	17 100.0%	82 100.0%	66 100.0%	59 100.0%	24 100.0%
1.0%	2 1.4%	1 1.9%	2 1.7%	2 2.0%		2 2.4%	2 3.0%		
1.2%	1 .7%	1 1.9%	1 .8%	1 1.0%		1 1.2%			
1.5%	1 .7%		1 .8%						
1.8%	1 .7%		1 .8%	1 1.0%				1 1.7%	
2.0%	4 2.7%		4 3.4%	3 2.9%	1 5.9%	1 1.2%	1 1.5%		2 8.3%
2.5%	1 .7%	1 1.9%				1 1.2%	1 1.5%		
6.0%	1 .7%		1 .8%	1 1.0%			1 1.5%	1 1.7%	
7.0%	6 4.1%	2 3.7%	6 5.0%	4 3.9%	1 5.9%	3 3.7%	2 3.0%	2 3.4%	
7.3%	1 .7%	1 1.9%	1 .8%	1 1.0%		1 1.2%	1 1.5%	1 1.7%	
7.5%	1 .7%			1 1.0%					
8.0%	16 11.0%	7 13.0%	14 11.8%	11 10.8%	1 5.9%	12 14.6%	6 9.1%	9 15.3%	2 8.3%
8.2%	1 .7%		1 .8%	1 1.0%		1 1.2%			
8.3%	1 .7%		1 .8%			1 1.2%			

(CONTINUED...)

8.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
8.5%	17 11.6%	4 7.4%	16 13.4%	14 13.7%		7 8.5%	4 6.1%	7 11.9%	2 8.3%
8.7%	1 .7%					1 1.2%	1 1.5%	1 1.7%	
8.8%	1 .7%		1 .8%	1 1.0%	1 5.9%	1 1.2%	1 1.5%		
9.0%	39 26.7%	11 20.4%	30 25.2%	29 28.4%	5 29.4%	21 25.6%	19 28.8%	14 23.7%	9 37.5%
9.3%	2 1.4%	2 3.7%	2 1.7%	2 2.0%		1 1.2%	2 3.0%	2 3.4%	
9.5%	9 6.2%	5 9.3%	6 5.0%	7 6.9%	1 5.9%	6 7.3%	3 4.5%	6 10.2%	2 8.3%
10.0%	20 13.7%	10 18.5%	14 11.8%	11 10.8%	4 23.5%	10 12.2%	11 16.7%	7 11.9%	5 20.8%
10.5%	4 2.7%	3 5.6%	4 3.4%	4 3.9%	1 5.9%	3 3.7%	3 4.5%	2 3.4%	2 8.3%
11.0%	9 6.2%	3 5.6%	6 5.0%	4 3.9%	1 5.9%	6 7.3%	3 4.5%	3 5.1%	
11.5%	1 .7%	1 1.9%	1 .8%	1 1.0%			1 1.5%	1 1.7%	
12.0%	4 2.7%	1 1.9%	4 3.4%	2 2.0%		3 3.7%	3 4.5%	2 3.4%	
13.0%	1 .7%		1 .8%	1 1.0%	1 5.9%		1 1.5%		
15.0%	1 .7%	1 1.9%	1 .8%						
NO ANSWER	40	15	29	34	8	18	18	16	3

(CONTINUED...)

1988 AHMA GOVERNMENT RELATIONS SURVEY
FOR MANUFACTURER'S REPRESENTATIVES
TABLE 5-2

Q.1- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
	BASE	146	54	119	102	17	82	66	59	24
	MEAN	8.70	8.97	8.61	8.57	9.11	8.71	8.69	8.99	8.67
SIGMA		186	69	148	136	25	100	84	75	27
		100.2%	100.5%	99.6%	100.2%	100.1%	99.8%	99.7%	100.2%	99.8%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING FEDERAL DISCRETIONARY SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	182 100.0%	69 100.0%	144 100.0%	133 100.0%	25 100.0%	97 100.0%	82 100.0%	75 100.0%	27 100.0%
YES	170 93.4%	64 92.8%	133 92.4%	122 91.7%	22 88.0%	88 90.7%	76 92.7%	69 92.0%	25 92.6%
NO	3 1.6%	1 1.4%	3 2.1%	3 2.3%	1 4.0%	3 3.1%	2 2.4%		
UNSURE	9 4.9%	4 5.8%	8 5.6%	8 6.0%	2 8.0%	6 6.2%	4 4.9%	6 8.0%	2 7.4%
NO ANSWER	4		4	3		3	2		
SIGMA	186 99.9%	69 100.0%	148 100.1%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	175 100.0%	68 100.0%	140 100.0%	128 100.0%	24 100.0%	92 100.0%	79 100.0%	74 100.0%	25 100.0%
YES	128 73.1%	53 77.9%	104 74.3%	91 71.1%	15 62.5%	65 70.7%	55 69.6%	52 70.3%	18 72.0%
NO	23 13.1%	7 10.3%	16 11.4%	20 15.6%	5 20.8%	15 16.3%	12 15.2%	10 13.5%	6 24.0%
UNSURE	24 13.7%	8 11.8%	20 14.3%	17 13.3%	4 16.7%	12 13.0%	12 15.2%	12 16.2%	1 4.0%
NO ANSWER	11	1	8	8	1	8	5	1	2
SIGMA	186 99.9%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	181 100.0%	68 100.0%	143 100.0%	133 100.0%	25 100.0%	96 100.0%	81 100.0%	74 100.0%	27 100.0%
YES	107 59.1%	34 50.0%	86 60.1%	77 57.9%	16 64.0%	55 57.3%	52 64.2%	40 54.1%	16 59.3%
NO	57 31.5%	25 36.8%	42 29.4%	42 31.6%	7 28.0%	30 31.3%	23 28.4%	26 35.1%	10 37.0%
UNSURE	17 9.4%	9 13.2%	15 10.5%	14 10.5%	2 8.0%	11 11.5%	6 7.4%	8 10.8%	1 3.7%
NO ANSWER	5	1	5	3		4	3	1	
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.1%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	172 100.0%	66 100.0%	137 100.0%	127 100.0%	24 100.0%	90 100.0%	77 100.0%	70 100.0%	26 100.0%
YES	98 57.0%	35 53.0%	78 56.9%	69 54.3%	12 50.0%	55 61.1%	48 62.3%	38 54.3%	14 53.8%
NO	60 34.9%	25 37.9%	49 35.8%	48 37.8%	9 37.5%	31 34.4%	25 32.5%	25 35.7%	12 46.2%
UNSURE	14 8.1%	6 9.1%	10 7.3%	10 7.9%	3 12.5%	4 4.4%	4 5.2%	7 10.0%	
NO ANSWER	14	3	11	9	1	10	7	5	1
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 99.9%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
IMPOSING CONSUMPTION TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	175 100.0%	68 100.0%	141 100.0%	131 100.0%	25 100.0%	93 100.0%	81 100.0%	73 100.0%	27 100.0%
YES	50 28.6%	21 30.9%	42 29.8%	37 28.2%	7 28.0%	27 29.0%	23 28.4%	22 30.1%	9 33.3%
NO	103 58.9%	40 58.8%	79 56.0%	74 56.5%	11 44.0%	54 58.1%	46 56.8%	38 52.1%	17 63.0%
UNSURE	22 12.6%	7 10.3%	20 14.2%	20 15.3%	7 28.0%	12 12.9%	12 14.8%	13 17.8%	1 3.7%
NO ANSWER	11	1	7	5		7	3	2	
SIGMA	186 100.1%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
ABIDING BY GRAMM-RUDMAN FOR ACCROSS-THE-BOARD CUTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183	69	145	134	24	99	82	73	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	126	46	101	95	12	66	59	49	20
	68.9%	66.7%	69.7%	70.9%	50.0%	66.7%	72.0%	67.1%	76.9%
NO	27	14	21	20	2	17	11	13	4
	14.8%	20.3%	14.5%	14.9%	8.3%	17.2%	13.4%	17.8%	15.4%
UNSURE	30	9	23	19	10	16	12	11	2
	16.4%	13.0%	15.9%	14.2%	41.7%	16.2%	14.6%	15.1%	7.7%
NO ANSWER	3		3	2	1	1	2	2	1
SIGMA	186	69	148	136	25	100	84	75	27
	100.1%	100.0%	100.1%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.3- HOW ASSESSED THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183	67	146	135	24	99	82	74	26
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTRICTIVE	5	1	4	3	2	3	2	2	2
	2.7%	1.5%	2.7%	2.2%	8.3%	3.0%	2.4%	2.7%	7.7%
LENIENT	108	43	81	80	16	63	45	42	14
	59.0%	64.2%	55.5%	59.3%	66.7%	63.6%	54.9%	56.8%	53.8%
ABOUT RIGHT	70	23	61	52	6	33	35	30	10
	38.3%	34.3%	41.8%	38.5%	25.0%	33.3%	42.7%	40.5%	38.5%
NO ANSWER	3	2	2	1	1	1	2	1	1
SIGMA	186	69	148	136	25	100	84	75	27
	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.4- IMPACT IMPORTS HAD ON YOUR COMPANY'S SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	184 100.0%	67 100.0%	146 100.0%	135 100.0%	25 100.0%	100 100.0%	84 100.0%	74 100.0%	27 100.0%
A SIGNIFICANT IMPACT	89 48.4%	35 52.2%	70 47.9%	73 54.1%	14 56.0%	45 45.0%	38 45.2%	34 45.9%	15 55.6%
A GROWING IMPACT	81 44.0%	26 38.8%	65 44.5%	54 40.0%	9 36.0%	48 48.0%	38 45.2%	32 43.2%	10 37.0%
MINOR OR NO IMPACT AT ALL	14 7.6%	6 9.0%	11 7.5%	8 5.9%	2 8.0%	7 7.0%	8 9.5%	8 10.8%	2 7.4%
NO ANSWER	2	2	2	1				1	
SIGMA	186 100.0%	69 100.0%	148 99.9%	136 100.0%	25 100.0%	100 100.0%	84 99.9%	75 99.9%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	185 100.0%	68 100.0%	147 100.0%	135 100.0%	25 100.0%	99 100.0%	83 100.0%	74 100.0%	27 100.0%
VERY IMPORTANT "3"	164 88.6%	60 88.2%	131 89.1%	117 86.7%	22 88.0%	89 89.9%	72 86.7%	65 87.8%	26 96.3%
MODERATELY IMPORTANT "2"	18 9.7%	6 8.8%	15 10.2%	16 11.9%	3 12.0%	8 8.1%	8 9.6%	7 9.5%	1 3.7%
NOT IMPORTANT "1"	3 1.6%	2 2.9%	1 .7%	2 1.5%		2 2.0%	3 3.6%	2 2.7%	
NO ANSWER	1	1	1	1		1	1	1	
BASE	185	68	147	135	25	99	83	74	27
MEAN	2.87	2.85	2.88	2.85	2.88	2.88	2.83	2.85	2.96
SIGMA	186 99.9%	69 99.9%	148 100.0%	136 100.1%	25 100.0%	100 100.0%	84 99.9%	75 100.0%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE
TOTAL ANSWERING	177 100.0%	66 100.0%	142 100.0%	129 100.0%	25 100.0%	95 100.0%	80 100.0%	72 100.0%	27 100.0%
VERY IMPORTANT "3"	96 54.2%	41 62.1%	77 54.2%	71 55.0%	14 56.0%	57 60.0%	40 50.0%	38 52.8%	15 55.6%
MODERATELY IMPORTANT "2"	72 40.7%	21 31.8%	56 39.4%	51 39.5%	11 44.0%	33 34.7%	34 42.5%	31 43.1%	12 44.4%
NOT IMPORTANT "1"	9 5.1%	4 6.1%	9 6.3%	7 5.4%		5 5.3%	6 7.5%	3 4.2%	
NO ANSWER	9	3	6	7		5	4	3	
BASE	177	66	142	129	25	95	80	72	27
MEAN	2.49	2.56	2.48	2.50	2.56	2.55	2.43	2.49	2.56
SIGMA	186 100.0%	69 100.0%	148 99.9%	136 99.9%	25 100.0%	100 100.0%	84 100.0%	75 100.1%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183 100.0%	67 100.0%	145 100.0%	133 100.0%	25 100.0%	98 100.0%	82 100.0%	73 100.0%	27 100.0%
VERY IMPORTANT "3"	84 45.9%	31 46.3%	66 45.5%	60 45.1%	13 52.0%	42 42.9%	36 43.9%	32 43.8%	10 37.0%
MODERATELY IMPORTANT "2"	87 47.5%	33 49.3%	71 49.0%	64 48.1%	11 44.0%	49 50.0%	40 48.8%	36 49.3%	14 51.9%
NOT IMPORTANT "1"	12 6.6%	3 4.5%	8 5.5%	9 6.8%	1 4.0%	7 7.1%	6 7.3%	5 6.8%	3 11.1%
NO ANSWER	3	2	3	3		2	2	2	
BASE	183	67	145	133	25	98	82	73	27
MEAN	2.39	2.42	2.40	2.38	2.48	2.36	2.37	2.37	2.26
SIGMA	186 100.0%	69 100.1%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 99.9%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	185 100.0%	68 100.0%	147 100.0%	135 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%
VERY IMPORTANT "3"	141 76.2%	53 77.9%	112 76.2%	103 76.3%	20 80.0%	78 78.0%	62 73.8%	48 64.0%	20 74.1%
MODERATELY IMPORTANT "2"	40 21.6%	14 20.6%	32 21.8%	28 20.7%	4 16.0%	20 20.0%	20 23.8%	25 33.3%	7 25.9%
NOT IMPORTANT "1"	4 2.2%	1 1.5%	3 2.0%	4 3.0%	1 4.0%	2 2.0%	2 2.4%	2 2.7%	
NO ANSWER	1	1	1	1					
BASE	. 185	68	147	135	25	100	84	75	27
MEAN	2.74	2.77	2.74	2.73	2.76	2.76	2.71	2.61	2.74
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	183 100.0%	68 100.0%	146 100.0%	133 100.0%	25 100.0%	98 100.0%	82 100.0%	74 100.0%	27 100.0%
VERY IMPORTANT "3"	108 59.0%	42 61.8%	86 58.9%	83 62.4%	16 64.0%	55 56.1%	50 61.0%	37 50.0%	17 63.0%
MODERATELY IMPORTANT "2"	65 35.5%	19 27.9%	53 36.3%	46 34.6%	9 36.0%	35 35.7%	27 32.9%	32 43.2%	9 33.3%
NOT IMPORTANT "1"	10 5.5%	7 10.3%	7 4.8%	4 3.0%		8 8.2%	5 6.1%	5 6.8%	1 3.7%
NO ANSWER	3	1	2	3		2	2	1	
BASE	183	68	146	133	25	98	82	74	27
MEAN	2.54	2.52	2.54	2.59	2.64	2.48	2.55	2.43	2.59
SIGMA	186 100.0%	69 100.0%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	184	69	147	136	25	99	83	75	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	90	39	72	68	14	56	42	37	11
"3"	48.9%	56.5%	49.0%	50.0%	56.0%	56.6%	50.6%	49.3%	40.7%
MODERATELY IMPORTANT	72	22	59	53	10	33	29	27	14
"2"	39.1%	31.9%	40.1%	39.0%	40.0%	33.3%	34.9%	36.0%	51.9%
NOT IMPORTANT	22	8	16	15	1	10	12	11	2
"1"	12.0%	11.6%	10.9%	11.0%	4.0%	10.1%	14.5%	14.7%	7.4%
NO ANSWER	2		1			1	1		
BASE	184	69	147	136	25	99	83	75	27
MEAN	2.37	2.45	2.38	2.39	2.52	2.47	2.36	2.35	2.33
SIGMA	186	69	148	136	25	100	84	75	27
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL
PROCUREMENT COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	181 100.0%	67 100.0%	145 100.0%	134 100.0%	25 100.0%	98 100.0%	81 100.0%	74 100.0%	27 100.0%
VERY IMPORTANT "3"	51 28.2%	19 28.4%	38 26.2%	38 28.4%	2 8.0%	26 26.5%	26 32.1%	16 21.6%	7 25.9%
MODERATELY IMPORTANT "2"	70 38.7%	29 43.3%	58 40.0%	51 38.1%	13 52.0%	39 39.8%	34 42.0%	32 43.2%	14 51.9%
NOT IMPORTANT "1"	60 33.1%	19 28.4%	49 33.8%	45 33.6%	10 40.0%	33 33.7%	21 25.9%	26 35.1%	6 22.2%
NO ANSWER	5	2	3	2		2	3	1	
BASE	181	67	145	134	25	98	81	74	27
MEAN	1.95	2.00	1.92	1.95	1.68	1.93	2.06	1.87	2.04
SIGMA	186 100.0%	69 100.1%	148 100.0%	136 100.1%	25 100.0%	100 100.0%	84 100.0%	75 99.9%	27 100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "PARENTAL AND DISABILITY LEAVE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	180 100.0%	68 100.0%	146 100.0%	133 100.0%	25 100.0%	97 100.0%	83 100.0%	74 100.0%	26 100.0%
VERY IMPORTANT "3"	34 18.9%	14 20.6%	25 17.1%	25 18.8%	6 24.0%	18 18.6%	13 15.7%	10 13.5%	3 11.5%
MODERATELY IMPORTANT "2"	56 31.1%	22 32.4%	50 34.2%	44 33.1%	5 20.0%	32 33.0%	25 30.1%	25 33.8%	9 34.6%
NOT IMPORTANT "1"	71 39.4%	25 36.8%	55 37.7%	52 39.1%	11 44.0%	35 36.1%	35 42.2%	29 39.2%	12 46.2%
NEED MORE INFORMATION	19 10.6%	7 10.3%	16 11.0%	12 9.0%	3 12.0%	12 12.4%	10 12.0%	10 13.5%	2 7.7%
NO ANSWER	6	1	2	3		3	1	1	1
BASE	161	61	130	121	22	85	73	64	24
MEAN	1.77	1.82	1.77	1.78	1.77	1.80	1.70	1.70	1.63
SIGMA	186 100.0%	69 100.1%	148 100.0%	136 100.0%	25 100.0%	100 100.1%	84 100.0%	75 100.0%	27 100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "OCCUPATIONAL DISEASE NOTIFICATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	178 100.0%	68 100.0%	144 100.0%	131 100.0%	23 100.0%	96 100.0%	82 100.0%	74 100.0%	25 100.0%
VERY IMPORTANT "3"	55 30.9%	22 32.4%	43 29.9%	44 33.6%	4 17.4%	29 30.2%	22 26.8%	17 23.0%	8 32.0%
MODERATELY IMPORTANT "2"	58 32.6%	22 32.4%	50 34.7%	45 34.4%	8 34.8%	33 34.4%	30 36.6%	29 39.2%	6 24.0%
NOT IMPORTANT "1"	43 24.2%	15 22.1%	34 23.6%	32 24.4%	9 39.1%	24 25.0%	21 25.6%	22 29.7%	7 28.0%
NEED MORE INFORMATION	22 12.4%	9 13.2%	17 11.8%	10 7.6%	2 8.7%	10 10.4%	9 11.0%	6 8.1%	4 16.0%
NO ANSWER	8	1	4	5	2	4	2	1	2
BASE	156	59	127	121	21	86	73	68	21
MEAN	2.08	2.12	2.07	2.10	1.76	2.06	2.01	1.93	2.05
SIGMA	186 100.1%	69 100.1%	148 100.0%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"INCREASE IN MINIMUM WAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE
TOTAL ANSWERING	180 100.0%	68 100.0%	146 100.0%	133 100.0%	25 100.0%	97 100.0%	83 100.0%	74 100.0%	26 100.0%
VERY IMPORTANT "3"	43 23.9%	24 35.3%	36 24.7%	34 25.6%	7 28.0%	26 26.8%	19 22.9%	21 28.4%	6 23.1%
MODERATELY IMPORTANT "2"	70 38.9%	22 32.4%	55 37.7%	54 40.6%	9 36.0%	33 34.0%	36 43.4%	28 37.8%	10 38.5%
NOT IMPORTANT "1"	61 33.9%	20 29.4%	49 33.6%	41 30.8%	7 28.0%	36 37.1%	26 31.3%	25 33.8%	10 38.5%
NEED MORE INFORMATION	6 3.3%	2 2.9%	6 4.1%	4 3.0%	2 8.0%	2 2.1%	2 2.4%		
NO ANSWER	6	1	2	3		3	1	1	1
BASE	174	66	140	129	23	95	81	74	26
MEAN	1.90	2.06	1.91	1.95	2.00	1.90	1.91	1.95	1.85
SIGMA	186 100.0%	69 100.0%	148 100.1%	136 100.0%	25 100.0%	100 100.0%	84 100.0%	75 100.0%	27 100.1%

Q.6· ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"POLYGRAPH PROHIBITION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATER· IALS	HARD· WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB· ING/ ELEC.	PAINT/ SUN· DRIES	HOUSE· WARE
TOTAL ANSWERING	178	67	144	131	25	95	82	72	25
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	26	12	21	22	3	16	10	11	2
	14.6%	17.9%	14.6%	16.8%	12.0%	16.8%	12.2%	15.3%	8.0%
MODERATELY IMPORTANT "2"	33	10	23	22	6	16	13	15	7
	18.5%	14.9%	16.0%	16.8%	24.0%	16.8%	15.9%	20.8%	28.0%
NOT IMPORTANT "1"	86	35	69	60	10	48	43	36	14
	48.3%	52.2%	47.9%	45.8%	40.0%	50.5%	52.4%	50.0%	56.0%
NEED MORE INFORMATION	33	10	31	27	6	15	16	10	2
	18.5%	14.9%	21.5%	20.6%	24.0%	15.8%	19.5%	13.9%	8.0%
NO ANSWER	8	2	4	5		5	2	3	2
BASE	145	57	113	104	19	80	66	62	23
MEAN	1.59	1.60	1.58	1.64	1.63	1.60	1.50	1.60	1.48
SIGMA	186	69	148	136	25	100	84	75	27
	99.9%	99.9%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.6- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"MANDATORY HEALTH INSURANCENCE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE
TOTAL ANSWERING	180 100.0%	67 100.0%	146 100.0%	133 100.0%	25 100.0%	97 100.0%	83 100.0%	75 100.0%	27 100.0%
VERY IMPORTANT "3"	68 37.8%	28 41.8%	53 36.3%	50 37.6%	10 40.0%	32 33.0%	28 33.7%	27 36.0%	9 33.3%
MODERATELY IMPORTANT "2"	51 28.3%	18 26.9%	45 30.8%	38 28.6%	10 40.0%	37 38.1%	25 30.1%	27 36.0%	7 25.9%
NOT IMPORTANT "1"	38 21.1%	15 22.4%	30 20.5%	28 21.1%	4 16.0%	21 21.6%	18 21.7%	12 16.0%	7 25.9%
NEED MORE INFORMATION	23 12.8%	6 9.0%	18 12.3%	17 12.8%	1 4.0%	7 7.2%	12 14.5%	9 12.0%	4 14.8%
NO ANSWER	6	2	2	3		3	1		
BASE	157	61	128	116	24	90	71	66	23
MEAN	2.19	2.21	2.18	2.19	2.25	2.12	2.14	2.23	2.09
SIGMA	186 100.0%	69 100.1%	148 99.9%	136 100.1%	25 100.0%	100 99.9%	84 100.0%	75 100.0%	27 99.9%

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